

Message Text

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ACTION NEA-10

INFO OCT-01 ISO-00 CCO-00 CIAE-00 OTPE-00 EB-08 FCC-02
INR-07 NSAE-00 OC-06 USIA-15 BIB-01 ACDA-10
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FM AMEMBASSY NEW DELHI
TO SECSTATE WASHDC 5062
USDOC WASHDC

UNCLAS NEW DELHI 10726

E.O. 11652: N/A
TAGS: BENC TSPA ETEL BEXP IN
SUBJECT: EARLY WARNING OF MAJOR PROJECT: COMMUNICATIONS
SATELLITE AND GROUND STATIONS - INDIA

REF: (A) NEW DELHI 10540 (B) NEW DELHI 9720 AND
PREVIOUS

1. AS REPORTED REFTELS A AND B, GOI HAS DECIDED TO PROCEED
WITH COMMUNICATIONS SATELLITE PROGRAM. THIS CABLE SUMMARIZES AND
UPDATES COMMERCIAL PROSPECTS OF SATELLITE PROGRAM FOR US
COMPANIES:

2. COST OF PROJECT IS CURRENTLY ESTIMATED AT ABOUT
US DOLS 200 MILLION.

3. SATELLITE: GOI PREQUALIFIED PROSPECTIVE MANUFACTURERS AND
SUPPLIERS OF COMMUNICATIONS SATELLITE SEVERAL MONTHS
AGO. FOUR US COMPANIES WERE PREQUALIFIED: (1) HUGHES AIRCRAFT
INTERNATIONAL SERVICE COMPANY WHICH HAS STATIONED ITS DIRECTOR
OF SATELLITE COMMUNICATIONS MARKETING, S. RAMJI IN NEW DELHI
FOR DURATION OF PROCUREMENT PROCESS; (2) GENERAL ELECTRIC
CORPORATION WHICH IS REPRESENTED BY ITS INDIAN SUBSIDIARY,
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INTERNATIONAL GENERAL ELECTRIC COMPANY (INDIA) PVT. LTD
(3) FORD AEROSPACE AND COMMUNICATIONS CORPORATION WHICH
IS USING SUPPORT SERVICES OF AN INDIAN REP; AND (4) FAIRCHILD
CORPORATION WHICH, TO EMBASSY'S KNOWLEDGE, IS NOT
REPRESENTED IN INDIA, FOREIGN COMPETITION IS MBB OF GERMANY AND
MATRA, A FRENCH CONSORTIUM. GOI PLANS TO ISSUE TENDERS (REQ-
UEST FOR PROPOSAL) IN TWO TO THREE MONTHS.

4. GROUND STATION: A SEPARATE TENDERING PROCESS WILL TAKE PLACE FOR GROUND STATIONS. ORIGINAL PRELIMINARY SPECIFICATIONS PROVIDE FOR NINE MAIN GROUND STATIONS. ACCORDING TO COMMERCIAL SOURCES, OVERALL COMMUNICATIONS SYSTEM LINKED TO SATELLITE MAY EVENTUALLY EXPAND TO 30-40 EARTH STATIONS, INCLUDING SUB-STATIONS. GOI WILL PROBABLY INITIALLY IMPORT 3 OR 4 GROUND STATIONS ON TURN-KEY BASIS AND WILL THEN CONSTRUCT REMAINING STATIONS USING IMPORTED EQUIPMENT.

5. GOI POST AND TELEGRAPHS DEPARTMENT, PRINCIPAL ORGANIZATION CONCERNED WITH GROUND STATIONS, LISTS TEN US COMPANIES OUT OF TOTAL 37 APPROVED FOREIGN SUPPLIERS OF GROUND STATION EQUIPMENT, ELECTRONIC TELEPHONE EXCHANGE AND MICROWAVE TRANSMISSION EQUIPMENT. US COMPANIES ARE: (1) CALIFORNIA MICROWAVE, INC., 455 W. MANDE AVENUE, SUNNYVALE, CA 94086; (2) CODEX CORPORATION, 15 RIVERSALE AVENUE, NEWTON, MA 02195; (3) COLLINS RADIO GROUP, ROCKWELL INTERNATIONAL, 1200 N. ALMA ROAD, RICHARD RICHARDSON, TEXAS 75080; (4) FARINON ELECTRIC, 161 BAYPORT, SAN CARLOS, CA 94070; (5) GENERAL CABLE CORPORATION 500 WEST PCTNAM AVENUE, GREENWICH, CONN. 06830; (6) GENERAL ELECTRIC, SPACE DIVISION, VALLEY FORGE, PO BOX 8555, PHILADELPHIA, PENN 19101; (7) GTE INTERNATIONAL, INC., ONE STAMFORD FORUM, UNCLASSIFIED

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STANFORD, CONN. 06904; (8) ITT SPACE COMMUNICATIONS, 320 PARK AVENUE, NEW YORK, NY 10022; (9) MICROWAVE ASSOCIATES, INC. SOUTH AVENUE, BURLINGTON, MA 01803; (10) THE NARDA MICROWAVE CORPORATION, 75 COMMERCIAL STREET, PLAINVIEW, NY. 11083.

6. THESE ARE US COMPANIES THAT WILL MOST LIKELY BE INVITED TO BID ON SUPPLYING GROUND STATION EQUIPMENT. DATES FOR ISSUANCE OF TENDERS HAVE NOT BEEN SET.

7. ACTION REQUESTED: USDOC MAY WISH TO PASS ABOVE INFORMATION ON GROUND STATIONS TO QUALIFIED US MANUFACTURERS AND SUPPLIERS OF THIS TYPE OF EQUIPMENT. INTERESTED PARTIES SHOULD CONTACT: MR. PRITIPAL SINGH, DIRECTOR (MMC), POSTS AND TELEGRAPH DEPARTMENT, MINISTRY OF COMMUNICATIONS, DAK TAR BHAVAN, PARLIAMENT STREET, NEW DELHI 110001. GOHEEN

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Sent Date: 29-Jul-1977 12:00:00 am
Decaption Date: 01-Jan-1960 12:00:00 am
Decaption Note:
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Disposition Approved on Date:
Disposition Case Number: n/a
Disposition Comment:
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Disposition Event:
Disposition History: n/a
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